



the CONDUIT

Minority and Women's Business Enterprises Division

Tools of the Trade

These links provide you with step-by-step information for doing business with the state of Indiana. Utilize these tools to help you get those contracts!

- [Doing Business with the State: A How-To Guide](#)
- [Procurement](#)
- [Public Works](#)
- [Indiana Department of Transportation \(INDOT\)](#)

Staying Connected

Info you should know:

- Did you know that you can search the Indiana Auditor's payment system by purchase order? Searching the auditor's payment system will enable you to determine when payments will be made for awarded contracts. Visit the [Indiana Auditor of State website](#) for more information.



The Minority Business Enterprise Center is a federally funded program operated by the Indiana Department of Administration.

Indiana's Minority Business Enterprise Center (MBEC) provides strategic business consulting services to Indiana Minority Business Enterprises (MBEs). The MBEC strengthens Indiana business across the board by strengthening the capacity of MBEs across the state by providing solutions to the challenges of growing a business. With a proven knowledge base and an objective perspective, MBEC consultants help clients overcome the barriers to expansion.

Through its strategic business consulting practice, the MBEC can help ensure your firm's success. **How long can you afford NOT to be an MBEC client?** Contact Reppard Horne, MBEC Executive Director at 317-234-5223 today!

The federal guidelines require the MBEC to work with firms owned by ethnic minorities, and certain minimum business size limits may apply.

For more information about minority businesses, visit the U.S. Department of Commerce, Minority Business Development Agency at <http://www.in.gov/idoa/files/www.mbda.gov>

Have You Maximized Your Opportunities Lately?

Often times, our office receives calls from newly certified clients or those who have been certified but are not familiar with doing business with the State of Indiana. They ask questions about the state contracting process. With this in mind, we have created yet another opportunity for training. This training session will be geared toward that newly or recently recertified MBE and/or WBE state certified client that would like to be trained in utilizing the tools of the new contracting system and making the correlation between the various facets of state contracting opportunities.

On Thursday, March 20, 2008 from 4:00 p.m.-6:30 p.m. we will host a training seminar called **"Maximizing the**

Opportunities of State Certification"

This training will be held at the **Indiana Government Center South-Conference Room B**. It is located at 402 W. Washington Street, Indianapolis, IN 46204. Space is limited, so register by Tuesday, March 18, 2008. Registration Information: <http://www.in.gov/idoa/2914.htm>

Does Your New Tech Initiative Need a New Cash Infusion?

The Indiana Economic Development Corporations has financial assistance programs. The 21st Century Research and Technology Fund supports the commercial development of new technologies and promotes an innovation-driven economy through grant funding to technology-based companies.

Grant Awards

- May not be used for normal business operations, but new initiatives
- Require a business plan and technological roadmap
- Aim to fund projects that create new Indiana jobs and diversify Indiana's economy

For more information, phone 317-234-4652 or visit <http://www.21fund.org>

Indianapolis Airport Authority Hosts 24th Annual Airport Business Diversity Conference

Billions of dollars are spent each year on airport construction projects, procurements, professional services, and concession contracts across the U.S. From landscaping services, office supplies, corporate apparel and uniforms, and maintenance equipment to the construction of aircraft hangars and other facilities, the variety of products and services needed at airports is large.

Want to learn more? Reserve a first-class seat at one of aviation's largest educational and networking conferences.

Entrepreneurs, business owners, CEOs, sales directors, managers, and others employed by minority-owned, women-owned, disadvantaged business enterprises can land new contacts by "Racing Toward Diversity, Opportunity, and Growth," the theme of this year's Airport Business Diversity Conference.

Hosted by the Indianapolis Airport Authority (IAA) and cosponsored by the Airport Minority Advisory Council (AMAC) and the Federal Aviation Administration (FAA), the gathering is an opportunity for businesses of all sizes and types to network with industry leaders. It will be held May 31-June 3 at the Indianapolis Downtown Marriott at 350 West Maryland.

"This event is a great opportunity for airport officials, government representatives, corporate executives, and business people to discuss their respective needs and interests," explained James Duke, IAA's director of diversity.

For details, visit <http://www.amac-org.com/annualconference.html> or e-mail jduke@indianapolisairport.com.

(submitted by Corey Wilson, Indianapolis Airport Authority)

The Indiana Business Diversity Council Presents

The 2008 Indiana Business Opportunity Fair "Transitioning Through A Changing Economy"

What:

The Indiana Business Opportunity Fair allows minority businesses to showcase their wares and develop strategies to increase connectivity and awareness of what their companies have to offer.

Where:

Indiana Convention Center & RCA Dome - Hall "B" 100 South Capitol Avenue
Indianapolis, IN 46225

When:

April 15th & 16th, 2008

(source: www.inbdc.org)

For details visit: <http://www.inbdc.org/ibof.php>

In Memoriam

State Senator David Ford passed away last week after a brief battle with pancreatic cancer. Senator Ford represented the 19th District in Northeastern Indiana, which covers all or part of Adams, Allen, Blackford, Grant and Wells Counties. Senator Ford was a friend to the Minority and Woman Business Enterprises Division. He authored our 2008 legislative package and in 2007 he authored SB 211 which called for relaxation of the bonding rules and bonding training for small businesses. His loss will be felt throughout the MWBE community. We extend our heartfelt condolences to his family and loved ones.

Upcoming Events

March 20, 2008

Maximizing the Opportunities of State Certification Training

Indiana Government Center South Conference Center
402 W. Washington Street, Indianapolis, IN 46204
Conference Room 22
4:00 p.m. - 6:30 p.m.

[Registration information](#)

March 26, 2008

ISCBA Training Workshop: Business Development

For more information and to register, click here: <http://www.in.gov/iscba>

April 15-16, 2008

Indiana Business Diversity Council hosts the Indiana Business Opportunity Fair, Indianapolis, IN

For more information and to register, click here; <http://www.inbdc.org>

April 17, 2008

Maximizing the Opportunities of State Certification Training

Indiana Government Center South Conference Center

402 W. Washington Street, Indianapolis, IN 46204
Conference Room 22
4:00 p.m. - 6:30 p.m.

May 15, 2008

Maximizing the Opportunities of State Certification Training

Indiana Government Center South Conference Center
402 W. Washington Street, Indianapolis, IN 46204
Conference Room 22
4:00 p.m. - 6:30 p.m.

May 31-June 3, 2008

Indianapolis International Airport hosts the 24th Annual Airport Minority Advisory Council (AMAC)-
Airport Business Diversity Conference "Racing Towards Diversity", Marriott-Downtown Indianapolis
For more information: <http://www.indianapolisairport.com/>

SAVE THE DATE: JULY 15, 2008
CONTACT TO CONTRACT: BUSINESS MATCHMAKING

Committed to Participation